

## Message Text

LIMITED OFFICIAL USE

PAGE 01 ATHENS 02520 291619Z

43

ACTION XMB-07

INFO OCT-01 EUR-25 ISO-00 EB-11 TRSE-00 OMB-01 FCC-03

OTPE-00 L-03 CIAE-00 INR-10 NSAE-00 RSC-01 EA-11

DRC-01 /074 W

----- 100633

P R 291430Z APR 74

FM AMEMBASSY ATHENS

TO SECSTATE WASHDC PRIORITY 3207

INFO USDOC WASHDC

AMEMBASSY VIENNA

LIMITED OFFICIAL USE ATHENS 2520

E.O. 11652: N/A

TAGS: BEXP, GR

SUBJECT: OLYMPIA TELECOMMUNICATIONS PROJECT

DEPT PASS EXIMBANK; VIENNA FOR DIETZ

REF: STATE 78092

1. LOCAL REPRESENTATIVE OF COLLINS INFORMED EMBASSY APRIL 29 THAT GOVERNOR OF HELLENIC TELECOMMUNICATIONS ORGANIZATION (OTE) GAVE HIM INFORMAL PIECE OF PAPER ON APRIL 27 INDICATING OTE WOULD BE WILLING TO CONSIDER TERMINATING NEGOTIATIONS WITH MARCONI AND START WITH COLLINS IF COLLINS WOULD ACCEPT ALL OF FINANCIAL CONDITIONS AGREED TO BY MARCONI INCLUDING MAINTAINING A 6 PERCENT INTEREST RATE ON ALL FINANCING OF PROJECT. LOCAL REP HAS INFORMED COLLINS AND IS AWAITING GUIDANCE.

2. LOCAL REP BELIEVES MARCONI NEGOTIATIONS COLLAPSED PARTLY BECAUSE MARCONI REFUSED OTE REQUESTS TO DISCOUNT \$13 MILLION CONTRACT FIRST BY \$500,000 AND THEN BY \$250,000. HE ALSO BELIEVES MARCONI MAY HAVE BEEN LOOKING FOR OPPORTUNITY TO GET OUT OF CONTRACT BECAUSE COSTS HAVE RISEN DRAMATICALLY IN U.K. AND MARCONI WOULD ALSO HAVE TO PAY MORE FOR OUTSIDE TECHNOLOGY

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 ATHENS 02520 291619Z

NECESSARY TO MEET SPECIFICATION OF CONTRACT.

3. THERE IS NO REPEAT NO INDICATION HERE THAT JAPANESE ARE IN SERIOUS CONTENTION AT THIS TIME.

4. COMMENT. WHILE WE UNDERSTAND EXIMBANK HAS AGREED TO MAINTAIN 6 PERCENT INTEREST RATE ON EXIM'S PORTION OF COLLINS FINANCIAL PACKAGE, IT NOW REMAINS FOR EXIM AND USG TO SEE WHETHER THEY CAN ASSIST COLLINS IN ARRANGING 6 PERCENT RATE FOR NON-EXIM PORTION OF FINANCING. IS THERE ANY POSSIBILITY THAT EXIM COULD COVER OR SUFFICIENTLY GUARANTEE TOTAL CREDIT TO PERMIT 6 PERCENT RATE FOR TOTAL FINANCIAL PACKAGE? WE UNDERSTAND OTE IS PREPARED TO HAVE NATIONAL BANK OF GREECE GUARANTEE REPAYMENT BY OTE.

TASCA

LIMITED OFFICIAL USE

NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 29 APR 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** golinofr  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974ATHENS02520  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D740101-0673  
**From:** ATHENS  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1974/newtext/t1974047/aaaaafyj.tel  
**Line Count:** 75  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION XMB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:**  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** STATE 78092  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** golinofr  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 21 MAR 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <21 MAR 2002 by collinp0>; APPROVED <07 MAY 2002 by golinofr>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** OLYMPIA TELECOMMUNICATIONS PROJECT DEPT PASS EXIMBANK; VIENNA FOR DIETZ  
**TAGS:** BEXP, GR  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005